**VIJENDRA SHUKLA**

3/50, SAKET NAGAR HOUSING BOARD BEAWAR. DIST AJMER (RAJASTHAN)

Contact no - 08238624100

**Summary**

I’m a confident and driven sales manager looking for an opportunity to take a step up in my career and lead a team to new levels of success

**MBA ( Marketing &human resuorce)** professional with a total experience of **Nearly + 3.5years**,

* **3 years experience as sales officer in Tata Chemical .**
* **including 9 months in as Sales Manager, Branch Administration, Sales & Marketing, Client Relationship Management and Team Management**

**Experience**

**CURRENT EMPLOYMENT**

**Sales officer 07/2013 to till now**

**Tata Chemicals (Third Party Payroll-RANDSTAD) Jaipur , Banswara &bhilwara Udaipur Rajashtan**

**Distributor Management**:   
  
· Sourcing and Appointment of Distributors as and when required   
  
· Motivating and Coaching the Distributor Team and handholding where required   
  
· Taking care of route operations, market scheming and stock management at the distributor godown   
  
· Manage stock levels to ensure continuous availability of all SKUs and regular rotation  
  
**Driving Volume and Growth in the given Territory:**  
  
· Managing Primary and Secondary sales   
  
· Operation of trade schemes as defined for the territory   
  
· Maximize distribution across the territory   
  
· Managing High Volume Accounts and Wholesalers (Top Customers)   
  
· Recognizing and activating new selling opportunities in terms of channels, accounts etc.   
  
· Effectively communicating the strategies through gate meetings to PSRs   
  
· Driving of Marketing and Growth initiatives   
  
· Handling trade issues with regards to service, discounts, expiry / damage etc.   
  
 **Merchandising and Promotion**  
  
· Manage stock levels to ensure continuous availability and regular rotation   
· Ensure filling and rotation of all shelf, displays and equipment as per standards through   
· Ensure utilization of point of purchase material   
  
  
**Channel Management**  
  
· Awareness of various channels like grocery, eateries etc   
  
· Awareness of upcoming channels like Modern Trade and how to tap them effectively   
  
**Managing/ developing his team**  
  
· Coaching of Tata chem Retailors  
  
· Effective guidance and handholding to the merchandisers   
  
· Being a communication channel between the company and the Tata chem Retailors  
  
Allotting clear responsibilities to team members- assigning targets etc

**+7 months experience in Sales Manager In sales, Branch Administration, Sales & Marketing, Client Relationship Management and Team Management**

**Sales Manager 07/2012 to 03/2013 Vaidik herbotech pvt ltd Jaipur**

**Education**

**PGDBM: Management 2012 AIMS, UDAIPUR,** RAJASTHAN

**Bachelor Degree: Commerce 2009**

M.D.S UNIVERSITY (Regular) BEAWAR, RAJ.

**Senior Secondary 2006**

AGRASENE SCHOOL (Regular) RAJ Board BEAWAR, RAJ.

**Secondary School 2004**

AGRASENE SCHOOL (Regular) RAJ Board BEAWAR, RAJ.

**Personal Snippet**

**Father’s Name : Mr. Jai nayran shukla.**

**Date of Birth : 03rd February 1988**

**Address :** 3/50, SAKET NAGAR HOUSING BOARD BEAWAR. DIST AJMER (RAJASTHAN)

**Contact no. +91 8238624100**

**Date- 18/07/2016**